

Message Text

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COMMERCE FOR MEPD

E.O. 11652: N/A
TAGS: BEXP, YO
SUBJECT: MAJOR PROJECT: PIK VINKOVCI

REF: STATE 088747

1. WE APPRECIATE INFORMATION PROVIDED REFTEL. PIK VINKOVCI ADVISED US APRIL 23 THAT IT PREPARED IN PRINCIPLE TO SIGN PROTOCOL OR OTHER AGREEMENT AS REQUIRED BY STANDARD BRANDS TO PERMIT ON-SITE DISCUSSIONS IN US. DIRECTOR VOJVODIC PROPOSES THAT MEETING BE SCHEDULED IN VIENNA AS SOON AS POSSIBLE TO NEGOTIATE PRE-INSPECTION AGREEMENT. PIK VINKOVCI WOULD APPRECIATE RECEIVING BASIC POINTS OF SUCH AN AGREEMENT IN ADVANCE SO THAT IT MAY HAVE IN HAND BEFORE MEETING ANY INTERNAL CLEARANCES REQUIRED. COMMERCE REQUESTED PASS FOREGOING TO STANDARD BRANDS.

2. YUGOSLAVS SEEM CONVINCED THAT US MUST BE SOURCE OF ISOMERIZATION TECHNOLOGY. FOR THE SAME REASON, HOWEVER, THEY ARE LESS THAN ENTHUSIASTIC ABOUT DEALING THROUGH EUROPEAN INTERMEDIARIES. PARTLY PERHAPS FOR THIS REASON, THEY HAVE CHOSEN TO APPROACH STANDARD BRANDS FIRST RATHER THAN REYNOLDS WHOSE TECHNOLOGY REPORTEDLY OBTAINABLE ONLY THROUGH DUTCH FIRM SCHOLTEN.

3. STANDARD BRANDS HAS APPARENTLY BEEN PURSUING ITS INQUIRIES ABOUT VINKOVCI THROUGH DANISH ENGINEERING FIRM, DDS-KROYER AS OF COPENHAGEN. YUGOSLAVS VERY ANXIOUS TO ESTABLISH DIRECT CONTACT
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AS SOON AS POSSIBLE, WHILE RECOGNIZING THAT STANDARD BRANDS

MIGHT WISH TO USE AN ENGINEERING FIRM AS CONSULTANT. THIS CONNECTION, YUGOSLAVS ALSO ACCEPT THE PROBABLE NEED OF FOREIGN ENGINEERING SERVICES TO BUILD PLANT AND LAUNCH PRODUCTION. VINKOVCI HAS ALREADY MET WITH US FIRM MCKEE. WOULD ALSO WELCOME MEETING WITH DRAVO CORPORATION WHICH WE UNDERSTAND ALSO INTERESTED.

4. COMMERCE MAY WISH ALSO TO IMPRESS UPON STANDARD BRANDS APPARENT GENUINE PREFERENCE OF YUGOSLAVS FOR US GOODS AND SERVICES AND ENCOURAGE, IF AT ALL FEASIBLE, USE AMERICAN ENGINEERING SERVICES.
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